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Gray, Gray & Gray News - Transaction Advisory Services

Mark Your Calendars! The Smart Business Dealmakers Boston Conference is Taking Place on January 20, 2022.



Gray, Gray & Gray is proud to be a co-sponsor for this major M&A event, that will feature speaking engagements, panel discussions, networking, and other opportunities for dealmakers in the Boston area to connect and share their experiences.

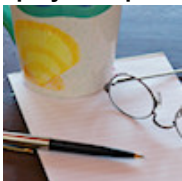
We are also excited to announce that Gray, Gray & Gray Leading Partner, [Jim DeLeo](#), will be moderating a one-hour panel discussion, "Getting to the Point of Sale – Preparing to Sell Your Business". During this valuable session, business owners will provide insight on what it takes to get your business ready to sell, drawing from their experiences completing their own transactions. Topics will include the best time to start planning, assembling the right team of advisors, key areas that impact valuation, understanding a Quality of Earnings review, and putting your personal exit strategy into motion. Don't miss out on this unique opportunity to hear from experienced leaders in the M&A market.

Stay tuned for further details! We hope to see you there. **To learn more about this upcoming conference, click [here](#).**

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Mergers & Acquisitions

Equity Recap: An Optional Capital Infusion



Equity recapitalization is a potential way to raise capital and retain some control over your business while restructuring. However, the process is complex and contains certain risks. Click "Full Article" to learn more about equity recap and whether it might be a beneficial alternative to consider for your business.

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Mergers & Acquisitions

Trademark Due Diligence - A Mark of the Future

When it comes to structuring a successful M&A transaction, existing trademarks play an important role for both parties involved.



Valuing trademarks and creating a strategic vision for them can lead to success down the line. Click "Full Article" for details about the importance of trademark due diligence.

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